

11. How many subscribers did you have after one year of operation? Three years? Five years? If you have not been in operation that long, what are your projections as to the percentage of homes passed that will subscribe to your wireless cable system one year after launch, three years after launch and five years after launch? What is the basis for your estimated subscriber penetration?

Subs 1st year

12. What are the rates you charge your subscribers for your basic tier of service? How many channels are in your basic package? What are the rates that the cable operator(s) in your area charge for basic service? How many channels does the cable operator offer in his basic package? How many of those channels comprise locally-mandated programming (bulletin boards, PEG channels, etc)?

\$19.97 Basic (22
wireless
channels)

we are 20-25% less
than cable operators
for basic + pay
combos.

13. What are the rates you charge your subscribers for your other tiers of service? How many channels are in your other tiers? What are the rates that the cable operator(s) in your area charge for their other tiers of service? How many of the channels on non-basic tiers comprise locally-mandated programming (bulletin boards, PEG channels, etc)?

1 Pay + Basic	\$24.99 or 26.99
2 Pays + Basic	\$31.99

14. Is any portion of your market served by another non-cable multichannel video programming distributors? If yes, what portion of the market is served by the other distributor?

Not major

15. How vigorous is the competition for programming among multichannel video programming distributors in your market area?

WIRELESS CABLE QUESTIONNAIRE**PART B****OPERATING SYSTEM ISSUES**

Name of Wireless Cable Operator: REC Services, Inc.

Location of Operating System: Lindsay, OK

1. **When did you launch this system?** 1989
2. **Had the FCC been responsible for delays in launching this system? If so, please provide details.**

Yes. Slow on issuing our license. We were the only applicant for this area.

3. How many microwave channels are employed on your system? 10
4. How many microwave channels do you anticipate adding? 16
5. If you utilize VHF/UHF antennas at the subscriber's home to deliver local broadcast signals, how many additional channels are provided to subscribers? 7
6. Do you anticipate using digital compression? If so, what factors will dictate when you install compression technology? Do you anticipate using a hybrid analog/digital system either as a transitional vehicle or as a final system design? If so, please provide details.

Cost is the main factor to determine what system and when we will use it. We do want to add channels. Technology will have to produce the same clear picture that we now get or we will not use any compressions system until it can.

7. Does your system compete directly with one or more cable systems? If so, please list the name of the cable system(s), identify its franchise area, its penetration percentage based on homes passed, and provide its current channel capacity?

No. We can't compete because of program cost difference. We do serve areas not served by a cable company. The cable systems in our area are TCI and MultiMedia with some small local systems in the area.

8. Please identify the percentage of your wireless cable system service area that overlap with the area served by the cable operator(s) in your area and the number of homes within the overlap zone?

We try to serve the rural areas not served by cable companies.

9. In your opinion, how long will it take for this system to serve as a competitive alternative to cable? What is the basis of your projection?

10. How many homes are within the coverage pattern of your system and what percentage of those homes do you anticipate you will be unable to serve due to terrain blockage, buildings or foliage without using repeaters?

50,000 homes in the area.

Expect to serve 10%.

11. How many subscribers did you have after one year of operation? Three years? Five years? If you have not been in operation that long, what are your projections as to the percentage of homes passed that will subscribe to your wireless cable system one year after launch, three years after launch and five years after launch? What is the basis for your estimated subscriber penetration?

One year -
Two years -
Three years
Present

12. What are the rates you charge your subscribers for your basic tier of service? How many channels are in your basic package? What are the rates that the cable operator(s) in your area charge for basic service? How many channels does the cable operator offer in his basic package? How many of those channels comprise locally-mandated programming (bulletin boards, PEG channels, etc)?

We offer nine channels of basic programming for \$17.95. This includes one PPV channel. The average basic rate charged by the cable operators is \$11.00 for 15 channels with one bulletin board channel.

13. **What are the rates you charge your subscribers for your other tiers of service? How many channels are in your other tiers? What are the rates that the cable operator(s) in your area charge for their other tiers of service? How many of the channels on non-basic tiers comprise locally-mandated programming (bulletin boards, PEG channels, etc)?**

We charge \$17.95 for basic and an additional \$11.00 for the premium channels - a total of 10 channels.

14. Is any portion of your market served by another non-cable multichannel video programming distributors? If yes, what portion of the market is served by the other distributor?

No.

15. How vigorous is the competition for programming among multichannel video programming distributors in your market area?

Small.

WIRELESS CABLE QUESTIONNAIRE

PART B

OPERATING SYSTEM ISSUES

Name of Wireless Cable Operator: ChoiceTV, ~~FOA~~ Microcom

Location of Operating System: Fort Wayne, IN / Bay City, MI

1. When did you launch this system? 10/1989 and 1991
2. Had the FCC been responsible for delays in launching this system? If so, please provide details.

No delays in launching, but delays due to the ridiculous length of the current ITFS license freeze!

One would think a cable operator was running the processing of wireless licenses at the FCC!

Protected zone should be expanded to 30-35 miles!

3. How many microwave channels are employed on your system? 21 + 21
4. How many microwave channels do you anticipate adding? up to 32 in both markets
_{+ + +}
5. If you utilize VHF/UHF antennas at the subscriber's home to deliver local broadcast signals, how many additional channels are provided to subscribers? 5
6. Do you anticipate using digital compression? If so, what factors will dictate when you install compression technology? Do you anticipate using a hybrid analog/digital system either as a transitional vehicle or as a final system design? If so, please provide details.

We anticipate using compression at such time that both consumer demand and equipment prices allow us to obtain a reasonable rate of return on the implementation of digital technology. I could see a hybrid system being very beneficial as a transitional vehicle. Ex. compress all ITFS education programming on 1 channel or provide a special level of premium/PPV ~~the~~ service

7. Does your system compete directly with one or more cable systems? If so, please list the name of the cable system(s), identify its franchise area, its penetration percentage based on homes passed, and provide its current channel capacity?

Comcast, Fort Wayne / New Haven, IN, about 55%
42 channels

Cox, Saginaw, MI,

Bresnan, Bay City + Midland, MI, 50-60%.

52 channels

8. Please identify the percentage of your wireless cable system service area that overlap with the area served by the cable operator(s) in your area and the number of homes within the overlap zone?

approximately 60% overlap $\approx 125,000$ HH

9. In your opinion, how long will it take for this system to serve as a competitive alternative to cable? What is the basis of your projection?

We are currently a competitive alternative based upon pricing and programming. However, we will always have fewer channels until compression is utilized.

10. How many homes are within the coverage pattern of your system and what percentage of those homes do you anticipate you will be unable to serve due to terrain blockage, buildings or foliage without using repeaters?

Ft. Wayne $\approx 241,700$ HH unable to serve about 40%.

Bay City / Midland / Saginaw $\approx 314,900$ HH unable to serve about 40%.

11. How many subscribers did you have after one year of operation? Three years? Five years? If you have not been in operation that long, what are your projections as to the percentage of homes passed that will subscribe to your wireless cable system one year after launch, three years after launch and five years after launch? What is the basis for your estimated subscriber penetration?

	1 YR	3 YR	5 YR
<u>FW</u>			na na
<u>Bay City</u>			na

12. What are the rates you charge your subscribers for your basic tier of service? How many channels are in your basic package? What are the rates that the cable operator(s) in your area charge for basic service? How many channels does the cable operator offer in his basic package? How many of those channels comprise locally-mandated programming (bulletin boards, PEG channels, etc)?

	<u>Fort Wayne</u>	<u>Bay City</u>
<u>Basic</u>	\$20.00 includes Disney, 19 channels and 5 off-air	\$19.99 includes Disney, 18 channels and 5 off-air
	cable Basic \$20.57 for 36 channels	\$22.17 for 40 channels
	Locally-mandated = 20 10-11	Locally mandated = 10-11

13. What are the rates you charge your subscribers for your other tiers of service? How many channels are in your other tiers? What are the rates that the cable operator(s) in your area charge for their other tiers of service? How many of the channels on non-basic tiers comprise locally-mandated programming (bulletin boards, PEG channels, etc)?

We offer the Enhanced Basic packages
and Showtime/HBO.

Fort Wayne, Comcast

- (1) Preferred Service \$20.57 + Tax + Franchise +
36 channel basic cable Guard
- (2) Limited Basic \$7.66 + Tax + French +
cable Guard

12 channels of which 10 are required
and 2 are free. Essentially, collect \$7.66
for free, local programming

- (3) Value Pak TNT, WGN, WTBS, Family ch.

14. Is any portion of your market served by another non-cable multichannel video programming distributors? If yes, what portion of the market is served by the other distributor?

No

15. How vigorous is the competition for programming among multichannel video programming distributors in your market area?

Average

JUN-08-94 WED 11:48

WIRELESS CABLE ASSO INTL

FAX NO. 202 452 0041

P.08/19

WIRELESS CABLE QUESTIONNAIRE

PART B

OPERATING SYSTEM ISSUES

Name of Wireless Cable Operator: Superchannels of Las Vegas, Inc.

Location of Operating System: Las Vegas, Nevada

1. When did you launch this system? 6/91
2. Had the FCC been responsible for delays in launching this system? If so, please provide details.

We have waited and continue to wait for some licenses to be issued.

JUN-08-94 WED 11:48

WIRELESS CABLE ASSC INTL

FAX NO. 202 452 0041

P. 09/19

3. How many microwave channels are employed on your system? 23
4. How many microwave channels do you anticipate adding? 8
5. If you utilize VHF/UHF antennas at the subscriber's home to deliver local broadcast signals, how many additional channels are provided to subscribers? 11
6. Do you anticipate using digital compression? If so, what factors will dictate when you install compression technology? Do you anticipate using a hybrid analog/digital system either as a transitional vehicle or as a final system design? If so, please provide details.

We do plan to launch digital compression as soon as it is economically feasible. Details have not been decided on.

JUN-08-94 WED 11:49

WIRELESS CABLE ASSC INTL

FAX NO. 202 452 0041

P. 10/19

7. Does your system compete directly with one or more cable systems? If so, please list the name of the cable system(s), identify its franchise area, its penetration percentage based on homes passed, and provide its current channel capacity?

Prime Cable - Clark County Nevada

Penetration 56%

Channel Capacity 51

8. Please identify the percentage of your wireless cable system service area that overlap with the area served by the cable operator(s) in your area and the number of homes within the overlap zone?

100% overlap 350,000 homes

9. In your opinion, how long will it take for this system to serve as a competitive alternative to cable? What is the basis of your projection?

2 years based on reaching 15% penetration

10. How many homes are within the coverage pattern of your system and what percentage of those homes do you anticipate you will be unable to serve due to terrain blockage, buildings or foliage without using repeaters?

350,000 homes

5 - 8% unable to serve

11. How many subscribers did you have after one year of operation? Three years? Five years? If you have not been in operation that long, what are your projections as to the percentage of homes passed that will subscribe to your wireless cable system one year after launch, three years after launch and five years after launch? What is the basis for your estimated subscriber penetration?

1 year 1
3 years

2 years

5 year projection
after 5 years

subs based on penetration

12. What are the rates you charge your subscribers for your basic tier of service? How many channels are in your basic package? What are the rates that the cable operator(s) in your area charge for basic service? How many channels does the cable operator offer in his basic package? How many of those channels comprise locally-mandated programming (bulletin boards, PEG channels, etc)?

Basic \$18.95 for 30 channels including off air

Cable Basic \$24.02 for 42 channels including 3 locally
mandated channels

JUN-08-94 WED 11:49

WIRELESS CABLE ASSO INTL

FAX NO. 202 452 0041

P. 12/19

13. What are the rates you charge your subscribers for your other tiers of service? How many channels are in your other tiers? What are the rates that the cable operator(s) in your area charge for their other tiers of service? How many of the channels on non-basic tiers comprise locally-mandated programming (bulletin boards, PEG channels, etc)?

Premium Basic \$29.95 for 33 channels
No other cable tiers

Is any portion of your market served by another non-cable multichannel video programming distributors? If yes, what portion of the market is served by the other distributor?

Yes - SMATV serves about 20,000 Apartments

15. How vigorous is the competition for programming among multichannel video programming distributors in your market area?

We do not notice much competition

WIRELESS CABLE QUESTIONNAIRE

PART B

OPERATING SYSTEM ISSUES

Name of Wireless Cable Operator: Wireless Broadcasting Systems of Fort Pierce, Inc.
d/b/a Coastal Wireless Cable Television

Location of Operating System: 8423 S US 1, Port St. Lucie, Florida 34952

1. When did you launch this system? 5/15/92
2. Has the FCC been responsible for delays in launching this system? If so, please provide details.

Yes.

In order to launch our first twenty channels, it took until the day before our projected launch date to complete the necessary licensing. Additionally, we were delayed by almost another year to process the paperwork necessary to launch eight more channels.

3. How many microwave channels are employed on your system? 30
4. How many microwave channels do you anticipate adding? 31
5. If you utilize VHF/UHF antennas at the subscriber's home to deliver local broadcast signals, how many additional channels are provided to subscribers? 0
6. Do you anticipate using digital compression? If so, what factors will dictate when you install compression technology? Do you anticipate using a hybrid analog/digital system either as a transitional vehicle or as a final system design? If so, please provide details.

We anticipate using a hybrid analog/digital system wherein we provide a low-cost traditional type package of cable channels delivered via analog and a supplemental collection of programming and other services via digital.

This approach will continue until digital set-top units are available at greatly reduced costs.

7. Does your system compete directly with one or more cable systems? If so, please list the name of the cable system(s), identify its franchise area, its penetration percentage based on homes passed, and provide its current channel capacity?

ADELPHIA CABLE

Serving all of Martin County and the City and unincorporated areas of Port St. Lucie in St. Lucie County.

Estimated penetration is 65 - 70%

Channel capacity is 60

TCI CABLE

Serving the City and unincorporated area of Fort Pierce in St. Lucie County and Vero Beach in Indian River County.

Estimated penetration is 70 - 75%

Channel capacity is 52

8. Please identify the percentage of your wireless cable system service area that overlaps with the area served by the cable operator(s) in your area and the number of homes within the overlap zone?

99%

150,000 homes

9. In your opinion, how long will it take for this system to serve as a competitive alternative to cable? What is the basis of your projection?

It already is. Based on an approximately 10% penetration in the competitive market area.

10. How many homes are within the coverage pattern of your system and what percentage of those homes do you anticipate you will be unable to serve due to terrain blockage, buildings or foliage without using repeaters?

150,000 homes

10% not able to serve.

11. How many subscribers did you have after one year of operation? Three years? Five years? If you have not been in operation that long, what are your projections as to the percentage of homes passed that will subscribe to your wireless cable system one year after launch, three years after launch and five years after launch? What is the basis for your estimated subscriber penetration?

1st year		
2nd year	:	actual
3rd year	1	projected as of May 1995
5th year	(projected as of May 1997

Projections based on business plan. Penetration of approximately 15%

12. What are the rates you charge your subscribers for your basic tier of service? How many channels are in your basic package? What are the rates that the cable operator(s) in your area charge for basic service? How many channels does the cable operator offer in his basic package? How many of those channels comprise locally-mandated programming (bulletin boards, PEG channels, etc)?

COASTAL	\$16.95	26 Channels	
ADELPHIA	\$23.45	42 Channels	(Franchise requires a local government channel that they have yet to launch)
TCI	\$21.40	43 Channels	(1 local government, 1 local announcements)
COASTAL	"Broadcast Basic"	- 15 Channels	- \$ 5.95
ADELPHIA	"Broadcast Basic"	- 12 Channels	- \$10.00
TCI	" Broadcast Basic"	- 19 Channels	- \$ 9.98